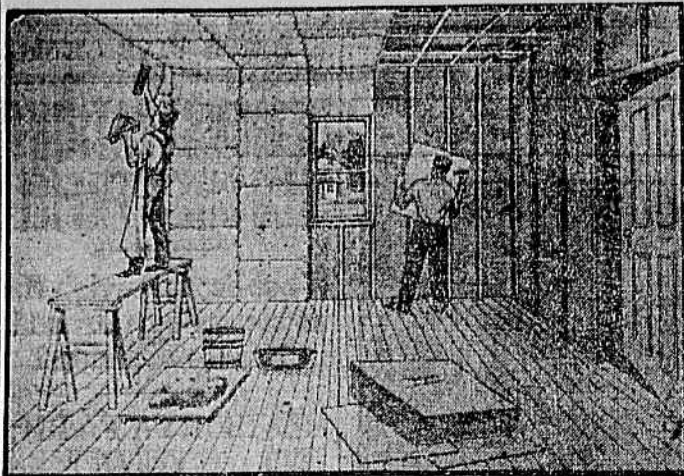


HERCULES PLASTER BOARD



BALDWIN & BROWN,

(Incorporated),
No. 1557 East Main Street,
Richmond, Va.

Dealers in Hardware, Builders' Supplies, Lime, Cement,
Terra Cotta Pipe, etc.

It is an Easy Matter

to secure a Good Roof on your House. Just
specify

MONROE REDIPPED TIN

and your roof troubles are over.

McGRAW-YARBROUGH CO.,

9-11 South 8th Street

Wholesale Dealers in Plumbers and Tinnings Supplies
Phones Monroe 929, Madison 929.

Virginia Equipment and Supply Co.

(Incorporated),

Engineers--Contractors

STRUCTURAL STEEL AND REINFORCED CONCRETE.
Offices, 305-06 Bank of Richmond Bldg.
Phone Madison 1110.

Printing

Our prices are consistent
with the grade of work we
produce, from the highest
class of booklets to the sim-
ple job, to all of which we
give our best efforts.

Whittet & Shepperson
11-15 N. Eighth St., Richmond, Va.

We are well fitted to execute your orders
for

MACHINE WORK

either REPAIRS or the building of NEW
MACHINERY. We operate a modern
MACHINE SHOP, equipped with mod-
ern tools, operated by competent men.
We will send men anywhere to repair or
install machinery.

Stratton & Bragg Co.,

Petersburg, Va.
Machinists and Engineers,
Machinery, Engines, Boilers, Mill
Supplies, Iron and Brass
Castings.

Blue Ribbon

Paints

MANUFACTURED BY

W. S. Tanner Paint Co.

1303 East Main
and
7 South Thirteenth Street.

Electric Fans!

Prepare yourself for the coming Hot
Weather by purchasing an up-to-date
Electric Fan NOW.

Get Our
Prices

EVERYTHING ELECTRICAL

Robinson-Nelson & Co.
711 East Main.

"STANDARD"

SEMI-PASTE PAINT.
READY-Mixed Paint.

John L. Branch & Co.,
"Paints That Stay Painted."

1319 E. Main St.,
Richmond, - - - Virginia.
Phone Madison 164.

Richmond Iron Works
Corporation

Richmond, Virginia

We are fully equipped for the building of SPECIAL MA-
CHINERY, and invite you to call and inspect our plant. Your
orders solicited for HEAVY

Castings and
Repair Work

R. MASSIE NOLTING,
Asst. Sec'y and Treasurer.

W. H. WOODY,
General Manager.

In the Equipment of the Mechanical
Department of and Automobile Garage

Care should be used in the selection of the Machine Tools.
Discriminating buyers will always select AMERICAN TOOL
WORKS Lathes, Shapers and Radial Drills and Kemp-
smith Milling Machines.

The Gordon Motor Company have just purchased from
us for their new garage an 18x12-inch American Lathe and
a No. 2 Kemp-Smith Universal Milling Machine.

We sell nothing but the Best MACHINE TOOLS. Call
and inspect our stock. Estimates cheerfully furnished.

SMITH-COURTNEY CO.,

The South's Largest Supply and Machinery House,
Richmond, Va.

WILLIAM C.
WEST,

1103 EAST
MAIN ST.

Architect
Merchants'
National Bank
Building
RICHMOND, VA.

DEMONSTRATION IN
OLD CHESTERFIELD

(Continued From First Page)

Sandy in Nottoway, Gilliam in Prince
Edward, Lawson Carter in Pittsyl-
vania, John T. Lewis in Mecklenburg,
and others in other parts of the
State who have operated on the
"demonstration" idea I have talked so
much about.

In the second place, Mr. Parrish de-
cided, when he did decide to make his
farm a paying proposition, that he
ought to produce only the things that
under the conditions would pay the
best. Mind you, he had worked up his
old poor lands to a point where they
would bring and support almost any-
thing, and the only question for him
to decide was: Which, under the con-
ditions and in view of natural ad-
vantages, would pay the best.

Well, good business man that he is,
it did not take him a great while to
decide that in view of his nearness
to Richmond, milk-producing cattle of
the best kind, chickens of the best
kind, fruits of the best kind, and
flowers of the sweetest varieties were
the most salable things, and so he
made the Miniborya Farm a combina-
tion flower garden, dairy, fruit farm,
chicken producer and vegetable dis-
pensary, and all the while maintained
the splendid country home for his family.

Just what Mr. Parrish has done any
other farmer can do, and for the in-
formation of others I am going to tel-
l in this column what he has done and
how he did it.

The Name Miniborya.

"Miniborya" is Sioux Indian-English
for "falling waters," and as the 115
acres Mr. Parrish bought a little less
than a dozen years ago overlook the
famous Falling Creek, which flows
through Chesterfield county and finally
empties into James River, he thought
that to be a good name for the farm,
and so he christened it.

The new owner of the property, not
being an old mossback, was quick to
appreciate the fact that he did not
know it all, and so he employed men
who did know a thing or two to lay
out the grounds, and the famous land-
scape artist, James L. Burgh, of New
York, was engaged to superintend the
work of laying out, draining, etc. A
handsome country home with all mod-
ern conveniences was erected, roads
and driveways were made, flower gar-
dens were laid out, modern dairy barns
were erected, chicken yards and brood-
ers and hatcheries were installed, pas-
tures were seeded and sodded, low-
grounds and hillsides were fertilized
and made rich and productive, and the
place was stocked with the best of
cattle, the best of fowls and the best
of flowers. And then Mr. Parrish was
ready for business.

Up to this time a whole lot of money
had been spent and the outgo had
been largely in excess of the income,
but the wisdom of "growing well"
was fully demonstrated, and now after
a decade Miniborya is just a little gold
mine.

Additional lands became necessary
to supply the hay for the cattle, the
grain for the chickens and the other
things needed for the maintenance of
the place, and so Parrish later bought
the Warwick farm of 250 acres down
on the James River. This, too, has
been brought up to a fine state of fer-
tility, and the way that hay and corn
and wheat and oats are made there is
something of a wonder to such old
mossbacks as occasionally saunter
through this rich and busy section of
Chesterfield county. I wish that old
Goodland brother would come down
here and let me show him around
Warwick and Miniborya. It would be
an eye-opener to him, I have no doubt.

The Cattle on the Hills.

Miniborya is now stocked with 110
head of cat, half being thorough-
bred Holsteins and half thoroughbred
Jerseys. The two herds are headed by
magnificent bulls, the Holstein "He-
ger" rejoicing in the elaborate name
of "King Hegerfeldt Plette De Kol." There is a whole lot of meaning to
that elongated name which cattlemen
and ranchmen may understand. I am
sure - do not, "De Kol" propo-
sition was bought when a mere calf,
that is to say, about four years ago
by Mr. Parrish, from the Dutchland
Farms, near Brockton, Mass., and he
cost a good deal of money, because
he is thoroughbred from way back.
His half sister was a famous cow
known in cattle history the country
over as "Madame De Kol Creamell,"
and the records show that she gave
down in 100 days 10,700 pounds of
milk, or more than fifty quarts per
day for a period of a hundred days.

The "header" of the Jersey herd is
a splendid bull, now a little more than
four years old, which has the high-
sounding registered name of "Pig-
gott," of Woodstock. This animal has
a record and a pedigree that any bull
might well be proud of. Mr. Parrish
bought him when a youngster from

Hood's famous farm near Lowell, Mass.
The milkers on the place are equally
divided between the Holstein and the
Jersey breeds. In all there are now
over 100 cows that are giving milk
and rich cream every day, and there
are nearly as many more that are now
"dry," but will be, according to the
rules and regulations adopted on this
place, "fresh to the pail" within a few
months—that is to say, in the very
early fall.

I would hate to undertake to esti-
mate the amount of pure milk these
first-class milkers pour down in the
course of a year. Mr. Parrish thinks
they average 750 gallons a year per
cow. With first-class barns and mod-
ern creamery arrangements and a quick
delivery system, every gill of this
milk is sold to the first-class trade of
Richmond and at a good price. The
Chesterfield is Mr. Parrish's biggest
customer for milk, as well as for chick-
ens.

Chickens That Pay.

And this brings me down to a con-
sideration of the poultry department of
this model farm. It was built first
for home consumption and for amuse-
ment, and then enlarged for profit, and
a right profitable thing it has become.
Four hundred hens of the very best
strains of White Plymouth Rocks and
Rhode Island Reds produce a whole
lot of eggs and hundreds, even thou-
sands, of broilers for the breakfast
tables. I would not like to say how
many the farm sells in a year, but the
fact is that chickens for the spring
and summer and fall sales of the same
are a mighty big annual asset of the
Miniborya Farm. Certainly not less
than 3,000 broilers are sold in a year,
and as to the best of them, Mr. Parrish
The chickens have a wide range and
they have all kinds of grass to feed
upon. Naturally they are healthy, and
when they come direct from the grass
ranges to the city tables they are
broilers that are well worth broiling.
And the eggs, they, too, are fresh and
worth vastly more to the dyspeptic
than the cold storage deliveries.

Many Flowers.

But when Mr. Parrish first started
out with this Miniborya Farm as a
project his idea was to make it only a
flower producing place, and to back-
stand that he established in Richmond
the "Miniborya Flower Shop," and that
made a big reputation. Recently this
has been consolidated with the Ham-
mond Flower Gardens and the Ham-
mond city dispensary of flowers, but
Miniborya will continue to furnish
many of the sweet flowers that go to
make the Hammond place a joy and a
comfort forever.

The vegetable and fruit depart-
ments of this model farm are just
what they should be, and, like all of
the other departments, they are per-
fect in their way, but no more so than
any other Chesterfield county farm
can be made.

How He Does It All.

Mr. Parrish had not been farming
very long before he found out that he
could not rely very largely upon ne-
gro labor, and as for that matter he
could not depend implicitly upon white
labor unless he made the farm life
attractive to the laborer. He was not
long in concluding that white labor
was the better. When he built he
built well. While making a beautiful
summer home for himself and family,
he also fixed up good quarters for his
employees.

The general manager, who is a
Scotchman, has a handsome house in
which to live. The young men on the
place, most of whom are also Scotch,
board with the manager, and have
spacious living rooms in what is
known as the "clubhouse." This club-
house is a gem. It has its bathhouse,
its pool rooms, its reading-rooms, its
assembly hall and all the appurten-
ances that go to make country life
just as good as city life. The young
men on the place do not have to run
away to the city to find literary en-
joyment, or religious duty, or recre-
ation or amusement. These are all on
the place. Hence there are no idlers
on Miniborya Farm.

And There Are Others.

Just over the hill from Miniborya
Farm there is the Tom Fox Jeffries
place that is run much on the same
order. And next to Mr. Jeffries comes
the magnificent home of Theodore A.
Page, and next to him are the broad
acres of Howard Swineford. All of
these men have taken up old wornout
Chesterfield lands and by modern meth-
ods and intelligent cultivation have
made them blossom as a rose.

What they have done, other folks,
even old mossbacks, can do if they will.
True it is that it takes a good lot of
money to do the stunt as these people
have done it, but they have found it a
good investment in the end, and a
smaller investment along the same
lines would pay just as big a per cent.
on the capital invested. There is no
reason why every acre in Chesterfield
county may not be made just as pro-
fitable as those owned by Scott Parrish
and Jeffries and Swineford.

I am rather inclined to think I saw
a very fine object lesson last week,
and I am here trying to tell about it
to the betterment of young Virginia
farmers. I have no hope of the old
mossbacks. They are past redemption.

DEVELOPMENT IN SOUTH.

Industries Started in the Virginia and
North Carolina. June 25.—The
most important new industries estab-
lished in the Virginia and North Car-
olina during the week ending Wed-
nesday, as reported to The Tradesman
and verified, were as follows:

Altavilla—Cotton mill.
Danville—\$500,000 building and
loan company.
Norfolk—\$48,000 realty company;
\$50,000 lumber company; coal and
wood company.
Roanoke—\$25,000 lumber company.
Suffolk—Hardware company; cigar
factory.
West Virginia.
Clarksburg—\$10,000 dry cleaning
company.
Phillippi—Laundry.
Poca—Canning factory.
Riversville—\$3,000,000 railroad com-
pany.
Welch—\$500,000 mines.
North Carolina.
Charlotte—\$125,000 iron-working
plant; \$25,000 realty company.
Farmville—\$100,000 oil and fertilizer
company.
Fayetteville—\$25,000 lumber com-
pany.
Henderson—Iron-working plant.
Henderson—\$50,000 tobacco com-
pany.
Rameur—\$50,000 lumber company.
Rockingham—Railroad company.
Unionville—\$125,000 lumber com-
pany.
Wadesboro—\$100,000 development
company.
Wilmington—\$25,000 lumber com-
pany.
Winston-Salem—Canning factory.

ANNUAL PICNIC

Laurel Street M. E. S. S.
TO BEACH.
Thursday, July 14, 1910.
Train leaves Byrd Street Station at
7:30 A. M. sharp. Adults, \$1.25; chil-
dren 12 and under, 75c; nurses, 75c.

Financial.

Bank of Commerce and Trusts

9th and Main Streets

Capital, \$200,000.00

Surplus, \$50,000.00

DEPOSITORY FOR THE CITY OF RICHMOND
AND STATE OF VIRGINIA.

This strong, progressive bank solicits the accounts of all classes, large or
small. Business, personal and accounts of corporations receive our careful
attention.

Acts as Trustee in Mortgages, Executor, Guardian, Receiver. Registrars
of Stocks and Bonds.

Savings deposits a specialty. 3 per cent. interest paid, com-
pounded semi-annually.

"SAFE AS THE SAFEST."

The Savings Bank of Richmond

1117 EAST MAIN STREET.

Has been a powerful factor in the upbuilding of our city. The bank
has furnished the means wherewith the men with moderate income
have been able to purchase their homes and become independent.

Honest Management Ample Resources
Courteous Treatment

These three essentials for success of a bank are here. Sums of
one dollar and upward received and interest allowed.

R. A. PATTERSON, President. L. Z. MORRIS, Vice-President.
JAMES M. BALL, Cashier.

"STRONG AS THE STRONGEST."

AMERICAN NATIONAL BANK,
Richmond, Va.

Capital.....\$500,000.00
Stockholders' Liability.....\$500,000.00
Surplus and Profits.....\$300,000.00

Guarantee to depositors.....\$1,300,000.00

The deposits of this bank have increased 50 per cent. in six years.
The surplus and profits from earnings have increased 150 per cent.
In addition, dividends paid in six years of 32 per cent. upon
our capital. THERE IS A REASON. ASK OUR CUSTOMERS.

CAPITOL SAVINGS BANK

THE BANK THAT PAYS 4%

4% on \$1,000.00 for one year is.....\$40.00
3% on \$1,000.00 for one year is.....\$30.00

DIFFERENCE OF 33 1/3%.

Is the difference worth saving? We want your business, and give you
first-class facilities, with absolute safety. Accounts from \$1.00 up gladly
received. Assets over \$700,000.00.

CAPITOL SAVINGS BANK, 907 E. Main St., Richmond, Va.

OFFICERS—Jno. Garland Pollard, president; Jonathan Bryan, vice-
president; Ro. M. Kent, Jr., cashier; H. C. Proctor, assistant cashier.
DIRECTORS—Jno. Bagby, Jonathan Bryan, G. L. Fairbank, A. R.
Holladay, Robt. Lecky, Jr., Jno. Garland Pollard.

VAST OPERATIONS
PLANNED IN SOUTH

(Continued From First Page)

prises reported in this week's issue
of the Manufacturers' Record, in ad-
dition to the three larger undertak-
ings mentioned, are the following:
Oklahoma Bag and Buggy Works, Ok-
lahoma City, was chartered with \$1-
000,000 capital to build a plant of
10,000 spindles, 300 looms, bag ma-
chinery, bleaching equipment, print-
ing machinery and finishing equip-
ment for manufacturing bag cloth
and bags; various buildings of con-
crete construction and improvements
for mill village.
Florence Manufacturing Co., Flo-
rence, S. C., was chartered with \$200-
000 capital to manufacture cotton
goods.
Marion Extract Co., Marion, Va. de-
cided on plans to contract for the
construction of various buildings
and machinery to manufacture tan-
ning extracts; capital stock is \$50-
000.
Gulf Coast Land and Engineering Co.,
Waycross, Ga., increased capital stock
from \$25,000 to \$350,000. In order
to proceed with its previously an-
nounced plans for constructing a se-
ries of canals to drain Okefenokee
Swamp.
Farmers' Cotton Oil Co., Birming-
ham, Ala., was incorporated to build
a \$100,000 cotton oil mill.
Calvin A. Fleming, of St. Paul,
Minn., and associates purchased 1,200
acres of Louisiana lands with the in-
tention of expending \$200,000 to
drain the property for agricultural
purposes.
Payette R. Plumb, Inc., Philadel-
phia, awarded contract for the con-
struction of sixteen buildings for its
tool and cutlery manufacturing plant
at St. Louis; reinforced concrete and
slow burning building materials will
be used and the plant is to cover a
thirteen-acre site; it is reported the
total cost will be \$1,000,000.
Woodward Iron Co., Woodward,
Ala., signed a \$25,000 contract for
the construction of its sixty by-pro-
duct coke ovens previously announ-
ced.

Whittaker-Glesner Co., Wheeling,
W. Va., is developing plans for the
construction of an addition to its
present facilities for manufacturing
steel and iron sheets.
Southern Railway closed final ar-
rangements in connection with its con-
tract awarded for the 100x200 foot
contract of brick and steel, at
holier shop of brick and steel, at
Sponser, N. C. It is understood build-
ing and equipment will cost \$200-
000.
Jennings Cotton Mills, Lumberton,
N. C., decided on building plans and
machinery for proposed plant and will
install about 8,000 spindles.
Walker County Coal Co., Birming-
ham, Ala., was incorporated with \$50-
000 capital to develop coal prop-
erties.

Robert Gamble, Jacksonville, Fla.,
announced his plan to build a \$150,000
ice and cold storage plant at Atlan-
ta, Ga., and a 100-ton ice plant at
Macon, Ga., and that he contemplates
building ice plants in other cities.
St. Louis Southwestern Railway be-
gan grading preparatory to the con-
struction of its Argenta (Ark.) shops,
which it is understood will cost about
\$1,000,000.
Sterling Coal Co., Ltd., Philippi, W.
Va., was chartered with a capital stock

of \$500,000 to develop coal lands;
Canadian capitalists are interested.

Quannah Compress and Warehouse
Co., Quannah, Tex., was organized with
\$40,000 capital stock, awarded contract
for the erection of a \$25,000 cotton
compress; will award contract for a
\$10,000 warehouse.

Alabama Fluor-spar, Lead and
Mining Co., Birmingham, Ala., was in-
corporated with \$100,000 capital stock
to develop mineral properties.
Standard Fuel Co., Birmingham, Ala.,
decided to establish a plant with a daily
capacity of from 300 to 500 tons of
soft coal briquettes.
Wylie Mills, Chester, S. C., decided
to double present capital of \$150,000
and build a mill equipped with looms
for weaving the yarn output of its
20,000 spindles.

Simpsonville Cotton Mills, Simpson-
ville, S. C., announced the awarding of
contracts for proposed mill addition,
fifty cottages and two warehouses; will
install 16,896 spindles and four hundred
looms, and operate entire plant by
electricity.

The company reports the sale of six
lots and Mr. Turner resold four
lots on Bellevue Street, near Thirty-
first Street. The Misses Jones, of
South Third Street, Richmond, have
purchased a residence on Thirty-third Street, near where
Rev. Jas. Buchanan is building. They
also purchased from the company an
additional lot fronting Forest Hill
Park.

The song of the trowel, the hammer
and the saw is heard on every side
in Woodland Heights. A small-sized
building boom is on in this section.
Handsome homes are dotting the hill-
sides, and lawns and gardens are sup-
planting the open fields.

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Southern Pipe
Covering Company,
(Incorporated)

Asbestos - Magnesia Pipe
Covering, Fire and Acid Re-
sisting Cements, Packing and
Roofing. Contract work our
specialty.

No. 22 Governor Street,
Richmond, Va.

"For Goodness Sake"

Let Us Do Your
Steel Ceiling Work

GEO. L. SUTER & CO.,
Monroe No. 2748.

Business Opportunities.

PATENT SECURED OR FEE
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Free report as to
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tions Wanted and Prizes offered for inventions
sent free. Patents advertised free.
VICTOR J. EVANS & CO., WASHINGTON,
D. C.

ATLANTIC
VARNISH

MADE IN
RICHMOND.

Atlantic, Varnish
Works Inc.

The Valentine Museum
ELEVENTH AND CLAY STREETS
Open daily from 10 A. M. to 5 P. M.
Admission 25c. Free on Saturdays.

The Confederate Museum

TWELFTH AND CLAY STREETS
OPEN 9 A. M. TO 5 P. M.
ADMISSION 25c.
SATURDAY FREE.

Hot Water in Summer

Is just as necessary for some purposes as
in winter, but—there's the heat. To re-
duce that to a minimum, ask us all about
it and get us to help you out. Modern
inventors of plumbing devices have con-
trived a way out of the difficulty. Again
we ask, Ask us.

Mahoney & Weisiger,

No. 523 East Main Street.
Phone Madison 800.

W. H. JENKS

Electrical Contractor
617 E. Main St. Madison 338

Electrical Wiring, Electrical
Repairing, Combination and
Electric Fixtures.

Satisfaction Guaranteed
Your Patronage Solicited

IF YOU WANT THE

Best Acetylene Light,
Best Heating System,
Best Plumbing Fixtures,
Best Pneumatic Water System,
Best Private Sewerage System,
Write for prices to

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Richmond, Va.

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Testing Laboratory

Chemists, Chemical Engineers and
Economic Geologists.
Chemical and Bacteriological Examinations of
Waters, Analyses of Foods, Fertilizers, Ores, Etc.
Standard Cement Testing, Examination and
Reports